

Massachusetts Division of Insurance Annual Report
Membership in Insured Preferred Provider Plans by Plan Type
as of December 31, 2001

	DENTAL Insured Preferred Provider Plan Members ¹ By County	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	MA
		Members at End of 2001	Members at End of 2001	Members at End of 2001	Members at End of 2001	Members at End of 2001	Members at End of 2001	Members at End of 2001	Members at End of 2001	Members at End of 2001	Members at End of 2001	Members at End of 2001	Members at End of 2001	Members at End of 2001	Members at End of 2001	Total 2001 Members
1	Aetna Life Insurance Company	1,150	487	3,514	32	7,515	108	2,260	473	15,636	43	6,389	4,598	6,196	5,059	53,460
2	Altus Dental Insurance Company, Inc.	14	0	721	0	58	3	6	0	321	0	418	154	290	73	2,058
3	Ameritas Life Insurance Corporation ²	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4	Blue Cross and Blue Shield of Massachusetts, Inc.	294	68	477	15	894	60	264	206	2,080	5	1,048	590	513	3,029	9,543
5	Connecticut General Life Insurance Company ³	666	45	698	0	1,464	0	32	13	3,746	0	1,326	833	753	1,219	10,795
6	Dental Service of Massachusetts, Inc. ⁴	2,162	317	3,615	5	6,107	1,277	1,522	3,592	14,639	0	6,797	2,528	8,373	5,808	56,742
7	Fortis Benefits Insurance Company	0	0	84	0	70	0	2	0	914	0	603	1,245	151	1,174	4,243
8	GE Group Life Assurance Company ⁵	0	0	0	0	57	0	0	0	190	0	66	33	48	0	394
9	(The) Guardian Life Insurance Company of America	1,430	5,104	3,850	0	12,996	723	5,679	1,206	58,275	0	16,603	10,333	23,197	12,112	151,506
10	Metropolitan Life Insurance Company	81	16	286	0	1,274	69	990	299	2,673	0	913	316	762	318	7,997
11	Mutual of Omaha Insurance Company ⁶	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
12	Principal Life Insurance Company	249	20	173	0	390	0	230	0	1,466	0	324	312	341	209	3,714
13	(The) Prudential Insurance Company of America	111	13	439	6	457	2	329	47	1,280	0	486	325	745	1,394	5,634
14	Reliance Standard Life Insurance Company ⁷	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
15	UniCARE Life and Health Insurance Company	36	0	34	0	106	0	9	1	384	0	102	82	77	71	902
16	United HealthCare Insurance Company	0	0	0	0	4	0	0	0	1	0	3	1	1	0	10
17	United of Omaha Life Insurance Company ⁸	4	0	15	0	66	0	4	2	419	0	84	33	41	99	767
	Total DENTAL Plan Members	6,197	6,070	13,906	58	31,458	2,242	11,327	5,839	102,024	48	35,162	21,383	41,488	30,565	307,765
	2001 Massachusetts Population ⁹	226,809	134,137	540,360	15,402	730,296	71,610	455,862	152,876	1,463,454	9,938	653,232	481,059	682,062	762,207	6,379,304
	2001 Market Penetration Rate ¹⁰	2.73%	4.53%	2.57%	0.38%	4.31%	3.13%	2.48%	3.82%	6.97%	0.48%	5.38%	4.44%	6.08%	4.01%	4.82%

¹ Information reported by carriers offering a DENTAL insured preferred provider plan, based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.1," which instructs carriers to exclude members for whom the carrier did not bear any financial risk.

² Ameritas Life Insurance Corporation reported zero insured members as of December 31, 2001.

³ December 31, 2000 membership of 28,218 Massachusetts members originally submitted was over-reported. 2000 membership has been adjusted to reflect actual membership of 8,589 Massachusetts members.

⁴ Doing business as Delta Dental Plan of Massachusetts.

⁵ Effective January 2, 2001 Phoenix American Life Insurance Company changed its name to GE Group Life Assurance Company.

⁶ Mutual of Omaha Insurance Company reported zero insured members as of December 31, 2001.

⁷ Reliance Standard Life Insurance Company reported zero insured members as of December 31, 2001.

⁸ United of Omaha Life Insurance Company reported zero insured members as of December 31, 2001.

⁹ 2001 Population Source: Table T1. Population Estimates[3], Population Estimates Program, Population Division, U.S. Bureau of the Census, March 27, 2002 - estimated population by county as of July 1, 2001.

¹⁰ Total DENTAL insured preferred provider plan members in each county divided by the 2001 population in each county.